

Message Text

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PAGE 01 WARSAW 00525 251456Z

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UNCLAS WARSAW 0525

E.O. 11652: N/A

TAGS: ESTC, ETRD, BCOM, PL

SUBJECT: METRONEX VISIT TO US

COMMERCE/BEWT - LOTARSKI

1. HENRYK ZUKOWSKI, MARICAN MARKET OFFICER AT METRONEX FOREIGN TRADE ENTERPRISE, HAS INFORMED EMBASSY OF HIS PLANS TO VISIT US ON BUYING AND SELLING MISSION IN FEB-MARCH, 1974. ZUKOWSKI, FORMERLY SPECIAL ASSISTANT TO METRONEX GENERAL DIRECTOR KIERSNOWSKI AND A SPECIALIST IN COMPUTERS, SAID THAT METRONEX HAS RECEIVED GUIDELINES FROM MINISTRY OF FOREIGN TRADE CALLING FOR INCREASE IN PURCHASES FROM THE US OF 40 PERCENT OVER 1973 LEVEL TO TOTAL OF ABOUT \$10 MILLION IN 1974. ZUKOWSKI SAID ALL FTO'S RECEIVE SUCH GUIDELINES ON SOURCING FROM MFT.

2. ZUKOWSKI STATED THAT METRONEX WAS UNHAPPY ABOUT DEAL-WITH EUROPEAN SUBSIDIARIES OF US FIRMS. HE COMPLAINED THAT SUBSIDIARIES OFTEN SELL EQUIPMENT NOT MANUFACTURED IN US AND SO NOT ELIGIBLE FOR EXIM FINANCING. HE CITED AS EXAMPLE IBM COMPUTER SYSTEM PURCHASED FOR MINISTRY OF MACHINE INDUSTRY. PRELIMINARY COMMITMENT FOR THIS PURCHASE HAD BEEN OBTAINED, HE SAID, BUT IN THE END MOST OF SYSTEM TURNED OUT TO BE OF BRITISH, GERMAN, AND FRENCH MANUFACTURE. HE ADDED THAT PURCHASES FROM US EUROPEAN SUBSIDIARIES WERE AT 12-25 PERCENT OVER US

UNCLASSIFIED

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PAGE 02 WARSAW 00525 251456Z

LIST PRICES. WHILE IN US., ZUKOWSKI PLANS TO INVESTIGATE

POSSIBILITY OF ESTABLISHING METRONEX OFFICE OR REPRESENTATION TO PERMIT CLOSER CONTACT WITH US HEAD OFFICES.

3. ZUKOWSKI ALSO DISCUSSED AT SOME LENGTH CONTINUING PROBLEMS WITH EXPORT CONTROL.

4. ZUKOWSKI PLANS TO VISIT FOLLOWING FIRMS AND OFFICES:

A) POLAMEX INC., CHICAGO, ILL.

B) ETR EXPORT AND IMPRT, BUFFALO, N.Y.

C) TOOLMEX CORP., AUBURNDALE, MASS.

D) INFORMATION MAGNETICS CORP., GOLETA, CALIF

E) HEWLETT-PACKARD, PALO ALTO, CALIF.

F) CONTROL DATA CORP. MINN. MINN.

G) ELECTRONIC MEMORIES AND MAGNETICS, HAWTHORNE, CALIF.

H) UNIVERSAL MARKETING SYSTEMS, ARLINGTON HEIGHTS, ILL.

I) CALIFORNIA INTERNATIONAL TRADE CORP., PALO ALTO, CALIF.

J) GERBER GARMENT TECHNOLOGY, EAST HARTFORD, CONN.

K) SYSTRON DONNER, PALO ALTO, CALIF.

L) SIMPSON, CHICAGO, ILL.

M) POLISH COMMERCIAL COUNSELOR'S OFFICE, NEW YORK

5. ACTION REQUESTED: EMBOFF SUGGESTED, AND ZUKOWSKI AGREED, THAT TRIP TO WASHINGTON FOR TALKS WITH BEWT AND OEC WOULD BE WORTHWHILE. ZUKOWSKI WOULD PLAN TO PLACE WASHINGTON NEAR BEGINNING OF ITINERARY. PLEASE ADVISE WHETHER ZUKOWSKI WILL BE WELCOME AT COMMERCE AND WHOM HE MIGHT SEE. EXACT DATES OF VISIT WILL BE PROVIDED WHEN UNCLASSIFIED

UNCLASSIFIED

PAGE 03 WARSAW 00525 251456Z

KNOWN.

DAVIES

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